



STATE OF DELAWARE

PUBLIC SERVICE COMMISSION

861 SILVER LAKE BLVD.
CANNON BUILDING, SUITE 100
DOVER, DELAWARE 19904
TELEPHONE: (302) 736-7500

July 19, 2019

John Mingrone
Greenlight Energy Inc.
3623 201st St.
Bayside, NY 11361

Re: In The Matter of Greenlight Energy Inc. For A Certificate to Provide Electric Supply Services within the State Of Delaware (Submitted July 8, 2019) - PSC Docket No. 19-0442

Dear Mr. Mingrone,

The Delaware Public Service Commission ("Commission") is in receipt of the application (the "Application") submitted by Greenlight Energy Inc. ("Company") for certification to provide electric supply services in Delaware. The Application remains incomplete as filed and additional information is necessary to complete the minimum filing requirements ("MFRs"), as indicated below:

Section 2.2.1 Legal Name

- Please identify whether or not the Company will be using a fictitious name in the state of Delaware.
 - If so, please identify the name the Company will be doing business as (d/b/a).
- Please provide a list of names under which the Applicant, its Affiliated Interest, or any current or previous officer, director, or manager has previously done business in Delaware.

Section 2.2.3 Authorization

- Please submit a Delaware business license.
 - Please include the permanent copy, not the temporary copy.
- Please submit a business license from the state of New York, or apply for a waiver for this requirement.
 - The letter submitted was from the PSC of the state of New York. This is not a business license.

Section 2.2.16 Financial Information

- Please submit an Income Statement and Statement of Cash Flows that is current to within 12 months of this Application.

Section 2.2.18 PJM Compliance

- Question 16 was not completed. Please provide a brief description of the Applicant's experience in the PJM regulated wholesale energy market or other regional energy markets.

Section 2.2.13 Marketing and Materials

- Describe the oversight, training, compliance, and quality control procedures that will be implemented in the state of Delaware.

Section 2.2.19-2.2.21 Retail Experience

- Please provide a description of the nature of business the Company intends to conduct in the state of Delaware.
- Please provide a complete résumé for George Hartofilis complete with companies employed, dates employed, duties performed, and education.

- List the states in which the Company has received the authority to sell/broker services but is not currently providing services.
- List the states or federal jurisdictions in which the Applicant has been found to be in violation of state's laws, rules, and/or regulations.
- Please provide a copy of settlement adjudication, or court order with respect to an action filed by a state Attorney General, the Federal Trade Commission, or U.S. Department of Justice concerning the Applicant's participation in retail and federal electricity, natural gas, or telecommunications markets.
- PSC Staff have identified complaints of slamming and misleading advertising related to the Company's business practices in other jurisdictions.
 - Please provide an accounting for both formal and informal complaints lodged against the Company in its other jurisdictions and filter them by issue for the last three years.
 - Please provide the steps taken to address and rectify the issues posed in the complaints.
 - Please provide the policies and procedures put in place to prevent these issues from occurring in the state of Delaware.

Section 2.2.22 FERC Approval as a Marketer

- Please provide the letter from FERC approving the Company as a marketer.

Section 2.3 Financial Security

- Please provide the original copy of the bond.

Section 2.6 Public Notice

- Please publish the attached public notice in two newspapers having general circulation throughout the state of Delaware.
 - Submit the affidavits of publication to the Commission.

Section 6.0, 7.0, 8.0 Contract and Contract Summaries

- Please identify whether the documents are for customers of the following classes: residential, small commercial, or both at the top of the document
- The Company has not submitted an actual contract for review.
 - Please provide a sample contract that a customer would be required to sign in order to initiate service.
 - Please provide the variable and fixed rate contracts that will be implemented in Delaware. These contracts should be properly identified at the top and be consistent with the Supplier Rules.
 - The contracts should explicitly identify all fees and amounts, state the rescission policy in full, and be reviewed for spelling and grammatical errors.
- Please provide terms and conditions consistent with Section 6.0 of the Supplier Rules.

Section 17.1 Proprietary Information

- The following items were filed as confidential, however, these are public documents and will need to be filed as public documents:
 - Resumes, Contracts, Marketing material, Company leadership, PJM membership documents, FERC membership documents.

Section 2.1.6 Verification of Application

- Please provide a signed, sworn statement of verification for each subsequent filing in this docket.

The Company may request that the Commission provide confidential treatment to some or all of the information contained in a document. When requesting confidential treatment for documents filed with the Commission, please simultaneously file a redacted, public version of the same document and an attestation that the information is not subject to inspection or disclosure to the public.

Staff respectfully requests a response to this notice of deficiency on or before August 19, 2019. Please note that 26 *Del. Admin. C.* § 3001 (the "Supplier Rules") section 2.4 provides that incomplete applications will be closed four (4) months after the filing date. If the application is not completed within the four (4) month time frame the

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applicant forfeits their application filing fee and must resubmit the application with an additional filing fee. The responses and verifications can be uploaded as a subsequent filing in DelaFile under Docket No 19-0442.

Should you have any questions or if I can be of any assistance you may contact me at (302) 736-7539 or send questions by email to Clishona.Marshall@delaware.gov.

Sincerely,

Shona Marshall
Shona Marshall
Public Utility Analyst

CC: Ms. Donna Nickerson, Commission Secretary
Ms. Malika Davis, Regulatory Policy Administrator

**BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF DELAWARE**

IN THE MATTER OF THE APPLICATION OF)
GREENLIGHT ENERGY INC FOR A CERTIFICATE)
TO PROVIDE ELECTRIC SUPPLY SERVICES) PSC DOCKET No. 19-0442
WITHIN THE STATE OF DELAWARE (SUBMITTED)
JULY 8, 2019))

PUBLIC NOTICE

TO: ALL PERSONS PURCHASING ELECTRICITY SUPPLY WITHIN THE STATE OF DELAWARE AND
OTHER INTERESTED PARTIES

Pursuant to 26 *Del. C.* §1012, Greenlight Energy Inc. (the “Company”) has applied to the Delaware Public Service Commission (the “Commission”) for an Electric Supplier Certificate (“Certificate”) to provide electric supply service within the State of Delaware under certain terms and conditions that the Company has filed with the Commission.

The Electric Utility Restructuring Act of 1999 (26 *Del. C.* Ch.10) requires that every electric supplier seeking to provide electric supply service to Delaware retail customers shall obtain a Certificate from the Commission.

Any person wishing to protest or to comment upon this application must do so in writing by filing such protest or comment with the Commission within twenty (20) days from the date of this publication. In the absence of any comments or protests, the Commission may grant the Certificate without any further action.

The Commission’s mailing address is:

Delaware Public Service Commission
861 Silver Lake Boulevard
Suite 100, Cannon Building
Dover, Delaware 19904

Copies of the application may be inspected at the Commission, at the above address, during normal business hours, or you may review documents by going to DelaFile (<http://depsec.delaware.gov/>), the Commission’s file management system, and by searching for Docket No. 19-0442.

The Company has filed the terms and conditions under which it will offer service in Delaware. Because this is a competitive provision of such services, the Commission will not make a determination that the Company’s proposed rates are reasonable.

The Company will **not** be regulated by the Commission as an electric supplier. **THEREFORE, ALL PROSPECTIVE CUSTOMERS ARE ADVISED TO CAREFULLY REVIEW THE RATES, TERMS, AND CONDITIONS OF THE COMPANY’S SERVICE BEFORE EXECUTING ANY CONTRACT WITH THE COMPANY.**

The Commission’s toll-free telephone number is (800) 282-8574. Persons with questions concerning this application may contact the Commission by either Text Telephone (“TT”) or by regular telephone at (302) 736-7500. If you are disabled and need assistance to be able to participate, please contact the Commission to make arrangements for such assistance.